

# ECONOMIC DEVELOPMENT MONTHLY UPDATE

APRIL 2011



## Loudoun Business in the News

The **U.S. General Services Administration** has renewed its 69,700 square foot lease in Sterling.

**Carpathia Hosting**, headquartered in Sterling, and **Equinix**, with a significant Loudoun presence, announced a Global Alliance in which they will jointly sell and market to federal agencies, and financial and healthcare enterprises with high security and data protection needs. Both companies are leaders in the data center industry.

**K2M**, a Leesburg-based medical device company, received clearance to expand the global presence of their minimally invasive product offering.

**DTECH Labs** has completed an expansion of its manufacturing facilities to improve delivery of deployable communications systems to its military, DoD and agency customers. The expansion at the Sterling headquarters more than doubles the size of its core manufacturing footprint.

### ACCOLADES & RANKINGS

Ashburn-based **Brainware**, an ICT company, was recently named among America's "100 Companies that Matter in Knowledge Management".

**Fabbioli Cellars'** Raspberry Merlot garnered **Best in Show** at the Virginia Wine Showcase.

## People, News & Events

The Department of Economic Development has collaborated with MWAA to launch its "**air cargo initiative**". Staff hosted a **landowner and broker stakeholder roundtable** to discuss the need to attract businesses required to support air cargo, such as freight forward operations. MWAA staff provided an IAD air cargo overview, and infrastructure and potential issues were also discussed.

Phil Denino, DED's Community Development Manager, along with members of **Loudoun Places**, met with stakeholders at Virginia's **Center for Innovative Technology** to learn about state and federal funding programs available to small businesses. More information is available at [www.biz.loudoun.gov/loudounplaces](http://www.biz.loudoun.gov/loudounplaces).

## More Events ...

Business Development Officer Buddy Rizer attended the **Invest in America Briefing on Federal Issues for FDI Attraction** on March 23<sup>rd</sup> at the Ronald Reagan International Trade Center in D.C. The conference provided an opportunity to convene Invest in America's Governor-designated liaisons, and other U.S. state, regional, and local representatives engaged in facilitating foreign direct investment (FDI), to provide information on federal issues related to foreign direct investment.

Agricultural Development Officer **Kellie Boles** is leading an innovative effort to create a local distribution system for local food products. LCPS will contract with local producers for local foods for student meals. **Kilmer Orchards**, based in Jefferson County, WV will act as the distribution service provider.

## Did You Know?

- Loudoun's data center inventory **eclipses that of its neighbors**. The Washington Business Journal reports Loudoun has **3.73 million square feet of data center space**, far ahead of Fairfax's 2.35 million square feet.

# KEY ECONOMIC TRENDS

The circles indicate the health of the indicator compared to the same period of the previous year



Improving Trend



Declining Trend

## COMMERCIAL VACANCY RATES, 4TH QUARTER 2010

Office	16.0%	
Flex	13.9%	
Industrial	11.5%	
Total	13.9%	

SOURCE: COSTAR

## COMMERCIAL BUILDING PERMITS, FEBRUARY 2011

Industrial	11,700 SqFt	N/A
Mixed Use	5,116 SqFt	N/A
Total Permits Year-to-Date	16,816 SqFt	

SOURCES: LOUDOUN COUNTY DEPT. OF B & D, DEPT. OF ECONOMIC DEVELOPMENT

## UNEMPLOYMENT RATES, JANUARY 2011

Loudoun County	4.6%	
Virginia	6.5%	
United States	9.0%	

SOURCE: VIRGINIA EMPLOYMENT COMMISSION

## HOTEL REVENUE, JANUARY 2011

Total Revenue	\$8,331,371	
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SOURCE: VISIT LOUDOUN

## RETAIL SALES, 4<sup>TH</sup> QUARTER 2010

Taxable Sales	\$1,131.9 M	
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SOURCE: VIRGINIA DEPT. OF TAXATION

## WASHINGTON DULLES INTERNATIONAL AIRPORT, JAN 2011

Total Passengers	1,701,963	
International Passengers	475,694	
Cargo (tonnes)	25,013	

SOURCE: METROPOLITAN WASHINGTON AIRPORTS AUTHORITY

## RESIDENTIAL BUILDING PERMITS

Available at: [www.loudoun.gov/residentialpermits](http://www.loudoun.gov/residentialpermits)

N/A not applicable